

Message Text

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STATE/NEA/AFN/WWEISLOGEL (PHONE)

STATE/NEA/AFN/DMACK (PHONE)

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R 080047Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY TUNIS

AMEMBASSY ALGIERS

INFO AMEMBASSY RABAT

AMCONSUL CASABLANCA

UNCLAS STATE 052173

E.O. 11652: N/A

TAGS: BEXP, TS, AG, MO

SUBJ: MARKET RESEARCH IN ALGERIA: TEL COMMUNICATIONS EQUIPMENT AND INDUSTRIAL/SCIENTIFIC EQUIPMENT

REF: A) TUNIS 1050; B) TUNIS 5777; C) TUNIS 5596;

D) STATE 210440; E) ALGIERS 2012

1. COMMERCE ACCEPTS TRIKI BID OF TUNISIAN DINARS TWO THOUSAND SEVEN HUNDRED (2,700) PAYABLE IN O;NON-CONVERTIBLE SPECIAL FOREIGN CURRENCY AVAILABLE FOR COMMERCE PROGRAMS. REFS B AND C DATED SEPTEMBER 1974 INDICATE TRIKI WILLING 'NDERTAKE ALGERIA RESEARCH FOR FIRM FIXED PRICE OF 2,700 DINARS; REF D INDICATES COMMERCE TENTATIVE ACCEPTANCE THIS BID SUBJECT TO AVAILABILITY OF SFC; REF E INDICATES ALGISS CONCURRENCE IN ACCEPTANCE OF TRIKI BID. ACCEPTANCE OF BID WAS DELAYED, AS POSTS AWARE, PENDING RESOLUTION RELATED MARKET RESEARCH CONTRACT PROBLEM WITH MOROCCAN CONTRACTOR. REQUEST TUNIS PROCEED FINALIZE CON-
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TRACT WITH TRIKI FOR ALGERIA RESEARCH. SEND COPIES OF CON-

TRACT TO BIC/CAGNE AND ALGIERS.

2. CHARGE APPROPRIATION 13X1802, CODE J/836/2702-00/13-12/253-01.

3. TERMS AND CO DITIONS OF 1974 EMBASSY TUNIS CONTRACT WITH TRIKI FOR TUNISIAN RESEARCH IN THESE THEMES, AS SPECIFIED PRIMARILY IN STATE A-5698 DATED JULY 4, 1973 AND OTHER

MESSAGES REFERENCED THEREIN, WILL APPLY FOR ALGERIA RESEARCH. COPIES THIS AND RELATED INSTRUCTIONAL AIRGRAMS B-ING POUCE D TUNIS AND ALGIERS ALTHOUGH BOTH POSTS SHOULD HAVE THEM ON FILE. SPECIFICATIONS OF CONTRACT SHOULD INCLUDE FOLLOWING:

A) PAYMENT ONLY IN RESTRICTED SPECIAL FOREIGN CURRENCY TUNISIAN DINARS; POSTS SHOULD MAKE CLEAR TO CONTRACTOR THAT FOREIGN EXCHANGE COSTS FOR WORK IN ALGERIA MUST BE OBTAINED FROM CONTRACTOR'S OWN FINANCIAL RESOURCES OTHER THAN SFC-DINARS, WHICH CANNOT BE CONVERTED.

B) PAYMENT SCHEDULE: 30 UPON SUBMISSION OF SATISFACTORY MID-TERM REPORT TO EMBASSY ALGIERS; 30 UPON ALGIERS' APPROVAL OF COMPLETED STUDIES; 40 UPON COMMERCE APPROVAL OF COMPLETED STUDIES. CONTRACT SHOULD SPECIFY THAT BOTH STUDIES SHOULD BE ACCOMPLISHED SIMULTANEOUSLY. FINAL SUBMISSIONS SHOULD BE BOUND SEPARATELY AS TWO DISTINCT REPORTS.

C) TIMING: STUDIES TO BE COMPLETED 12 WEEKS AFTER SIGNING CONTRACT.

4. WE WISH AVOID BURDENING EMBASSY TUNIS WITH UNDUE ADMINISTRATIVE DETAILS CONCERNING ALGERIA RESEARCH FOR WHICH EMBASSY ALGIERS WILL BE CONTRACTOR'S PRIMARY CONTACT AND JUDGE OF QUALITY OF WORK. HOWEVER, WE APPRECIATE EMBASSY TUNIS ASSISTANCE IN NECESSARY PRELIMINARY NEGOTIATIONS WITH TRIKI, ISSUING CONTRACT, AND ISSUING PAYMENTS AT APPROPRIATE TIMES UPON APPROVAL OF ALGIERS AND/OR COMMERCE.

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5. IF NECESSARY, TUNIS SHOULD DISCOURAGE POTENTIAL CONTRACTOR EFFORTS INCREASE BID BECAUSE OF PASSAGE OF TIME. AS POSTS AWARE, DOLLAR EQUIVALENT OF RESEARCH COST IS HIGH AND BID IS ALREADY OUT OF BALLPARK IF CONSIDERED IN DOLLAR TERMS. POSTS ALSO MAY WISH POINT OUT REDUCED COMMERCE TRADE PROMOTIONAL BUDGET WORLDWIDE WHICH IS REQUIRING REDUCED PROGRAMS. FINALLY, BELIEVE COMMERCE RESEARCH SPECIFICATIONS AS APPLIED TO NORTH AFRICAN RESEARCH

ARE SUFFICIENTLY MODEST TO COUNTER ANY CLAIMS OF UNUSUAL DIFFICULTIES OR COSTS.

6. COMMERCE HOPES TO RESEARCH OTHER THEMES IN ALGERIA AND POSSIBLY TUNISIA SUBSEQUENTLY DEPENDENT UPON SATISFACTORY PERFORMANCE BY CONTRACTOR AND CONTINUED AVAILABILITY OF SPECIAL FOREIGN CURRENCY TUNISIAN DINARS.

7. FOR ALGIERS: SUGGEST YOU INFORM TUNIS NAME OF CONTROL OFFICER FOR TRIKI RESEARCH. INGERSOLL

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